

Fig. 2

Rebate

Opportunity

"What If" Capability

### Calculate Market Share and then Projected Rebate Amount Partial Period Basis (2 to 5 months) Projected Rebate Amount Level of Calculation Member Contract Holder Corporate Shareholder Notification Fax Market Share Percentage Email Projected Contract Sales Other Rebate Amount Rebate Projection Result Set Ecommerce DB Partial Period Basis (2 to 5 months) GPO Rebate Calculator Notification of Rebate Eligibility Compliance Yes/No (Premier Pilot) Use Partial Period Basis (2 to 5 months) Test and **Notification** Market Share Percentage Actual **Contract Sales** History: Rebates and Rebate Paid Contract Actual Paid Amounts Sales' By Product Line **Product Line** Required Incremental Sales Price Group Change Candidates Identified and Notified Notification of Rebate Change

Use Partial Period Basis (2 to 5 months)

Use Partial Period Rebate Set

Give Product Line Detail

Change Contract Sales (Dollars) or Market Share

Assume constant ratio Contract Sales: Units

By Product Line

Distribution

Spreadsheet

On Line Access Other

Custom

GPO Rebate Calculator - Functional Flow

Fig. 3

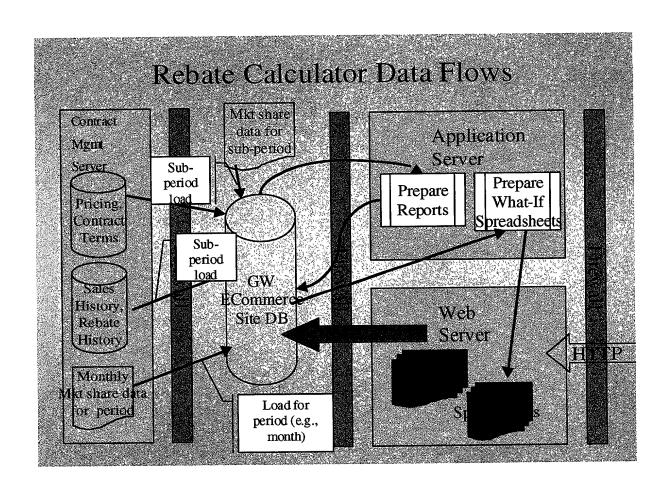


Fig. 4

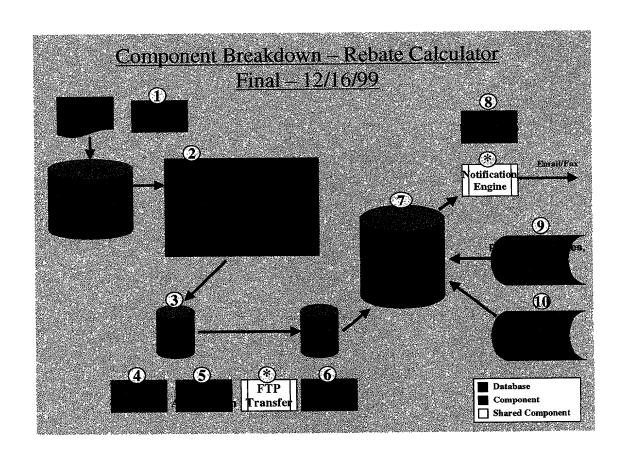


Fig. 5

GPO Rebate Calculator Audience and Owners

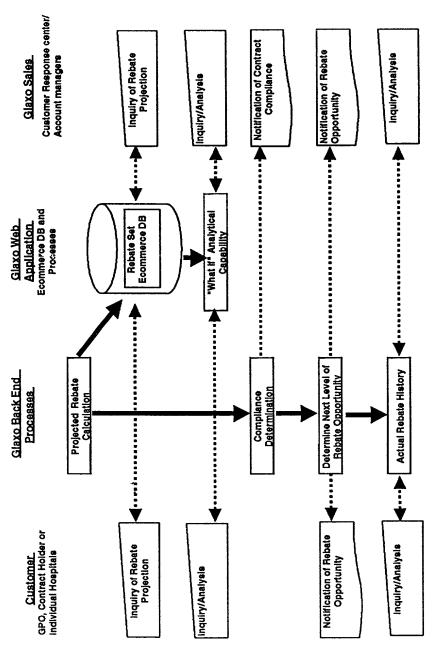


Fig. 6

# Fig. 7

### **Projected Rebates**

Rebate Period: Date: Rebate Method Second Half 2000 Sep-00 Standard/Alternative Shareholder:

Location:

Redacted1 Customer: Redacted2 Redacted3

		Contract Sales			Market Share			
			Rebate	Trended			Rebate	Trended
			Period to	Period to			Period to	Period to
	2H 1999	1H 2000	<u>Date</u>	<u>Date</u>	2H 1999	1H 2000	Date	Date
Zofran	\$215,000	\$265,000	\$150,000	\$315,000	_ 30%	35%	40%	35%
Migraine	440,000	490,000	300,000	540,000	50%	55%	60%	65%
Respiratory	500,000	550,000	300,000	600,000	60%	65%	70%	90%
Zantac	400,000	450,000	200,000	500,000	10%	15%	20%	40%
Fortaz	275,000	325,000	250,000	<u>375.000</u>	98%	99%	100%	100%
	\$1,830,000	\$2,080,000	\$1,200,000	\$2,330,000				
		Actual	Immature	Immature				

	Contrac	Contract Price Group - Rebate Percent			Projected Rebate			
	•		<u>Rebate</u>	Trended			Rebate	Trended
			Period to_	Period to			Period to	Period to
	2H 1999	<u>1H 2000</u>	Date	<u>Date</u>	2H 1999	1H 2000	<u>Date</u>	<u>Date</u>
Zofran					0	0	0	0
Migraine	4%	4%	5%	6%	17,600	19,600	15,000	32,400
Respiratory	1%	2%	2%	3%	5,000	11,000	6,000	18,000
Zantac					0	0	0	0
Fortaz		1%	1%	1%	0	3,250	2,500	3,750
					\$22,600	\$33.850	\$23,500	\$54,150

## **Contract Compliance - Rebate Eligibility**

Corporate

Shareholder: Redacted1 Customer: Redacted2 Location: Redacted3

Rebate Period: Second Half 2000 Date: Sep-00 Rebate Method Standard/Alternative

Sales		<b>Market Share</b>	Rebate Eligible?
	Period to Date	Period to Date	Period to Date
Zofran	\$150,000	40%	No
Migraine	300,000	60%	Yes
Respiratory	300,000	70%	Yes
Zantac	200,000	20%	No
Fortaz	<u>250,000</u>	100%	Yes
	\$1,200,000		

## **Rebate Opportunity**

Fig. 9

Shareholder: Redacted1 Customer: Redacted2 Location: Redacted3 Rebate Period: Second Half 2000 Date: Sep-00 Rebate Method Standard/Alternative

## **Current Market Share**

Corporate

		Contract Price
	Market Share	Group
Zofran	62%	
Migraine	85%	3%
Respiratory	70%	2%
Zantac	20%	
Fortaz	100%	1%

Rebate Opportunities within 3%				
		Contract Price		
	Market Share	Group		
Zofran	65%	3%		
Migraine	86%	4%		

Dobata History		Corporate	
Rebate History		Shareholder:	Redacted1
Rebate Period:	Second Half 2000	Customer:	Redacted2
Date:	Sep-00	Location:	Redacted3
Rebate Method	Standard/Alternative		

	Contrac	Contract Sales		Share
	2H 1999	1H 2000	2H 1999	1H 2000
Zofran	\$215,000	\$265,000	30%	35%
Migraine	440,000	490,000	50%	55%
Respiratory	500,000	550,000	60%	65%
Zantac	400,000	450,000	10%	15%
Fortaz	275,000	325,000	98%	99%
	\$1,830,000	\$2,080,000		
		Actual		

	Contract Pri Rebate P		Projected	l Rebate
Zofran	2H 1999	1H 2000	2H 1999	1H 2000
			0	0
Migraine	4%	4%	17,600	19,600
Respiratory	1%	2%	5,000	11,000
Zantac			0	0
Fortaz		1%	<u>0</u>	3,250
			\$22,600	\$33,850

Fig. 10

"What If" Analytical Tool
Rebate Period: Second Half 2000
Date: Sep-00
Rebate Method Standard/Alternative

Customer: Redacted2 Location: Redacted3

To determine full rebate period sales impact on rebates, change the Trended Period to Date file.

	Contract Sales				
			Rebate	Trended	
			Period to	Period to	
	<u>2H 199</u> 9	<u>1H 200</u> 0	Date	Date	
Zofran	\$215,000	\$265,000	\$150,000	\$315,000	
Migraine	440,000	490,000	300,000	540,000	
Respiratory	500,000	550,000	300,000	600,000	
Zantac	400,000	450,000	200,000	500,000	
Fortaz	<u>275,00</u> 0	<u>325,00</u> 0	<u>250,00</u> 0	<u>375,00</u> 0	
	\$1,830,000	\$2,080,000	\$1,200,000	\$2,330,000	
	Actual	Actual	Immature	Immature	

Market Share					
		Rebate	Trended		
		Period to	Period to		
2H 1999	1H 2000	Date	Date		
30%	35%	40%	35%		
50%	55%	60%	65%		
60%	65%	70%	90%		
10%	15%	20%	40%		
96%	99%	100%	100%		

	Contract Price Group - Rebate Percent				
			Rebate Period to	Trended Period to	
	2H 1999	1H 2000	Date	Date	
Zofran					
Migraine	4%	4%	5%	6%	
Respiratory	1%	2%	2%	4%	
Zantac					
Fortaz	0%	1%	1%	1%	

Projected Rebate				
		Rebate	Trended	
		Period to	Period to	
<u>2H 199</u> 9 .	<u>1H 200</u> 0	<u>Date</u>	Date	
0	0	0	0	
17,600	19,600	15,000	32,400	
5,000	11,000	6,000	24,000	
0	0	0	0	
Ω	3,250	2 <u>,50</u> 0	3,750	
\$22,600	\$33,850	\$23,500	\$60,150	

Fig. 11

Home	Rebate Calc										
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Standard		Location	Redected3			•		*			
•						•	•				
Rebate Tier Bel	ow		Current Rebat	e Tier		Rebate Tier Ab	ove				
Ī		*****	Projected	Projected		Projected	Projected				
Projected	Projected	Rebate	Period to	Period to	Rebate	Period to		Rebate			
Period to Date	Period to Date	Percentage	Date	Date	Percentage	Date	Date	Percentage			
\$170,730	69.9%	4%	\$170,974	70.0%	6%	\$183 186	75%	<b>GP</b> / <sub>~</sub>			
\$6,444	899%	4%	\$6,666	93.0%	6%				******		
\$5,547	35.9%	3%	\$6,180	40.0%							
° \$0-	00%	0%	\$19,948	58.0%							
* \$84,399	96.9%	0%	\$84,466	97.0%	1%						
\$267,120			\$288,234					.,,			
	31-Dec 00 30-Sep 00 Standard Rebate Tier Bel Projected Period to Date \$170,730 \$5,547 \$5,547 \$0,543	Petitate Tier Below  Projected Projected Period to Date Period to Date \$170,730' 68,9% \$5,444' 88,9% \$5,547' 35,9% \$0 00% \$84,399 96,9% \$237,120	Carporate Shi	Carporate Shareholder	Corporate Shareholder   Reclasted   Reducted   Reduct	Corporate Shareholder	Corporate Shareholder   Redacted2     Oustorner   Redacted4     1-04/00   Clavo Wellcome Contact   Oustorner     31-Dec/00   Oustorner Phone #     30-Sep-00   Standard   Location   Redacted3     Standard   Location   Redacted3     Redacted4   Oustorner Phone #     30-Sep-00   Oustorner Phone #     30-Sep-00   Standard   Location   Redacted3     Redacted   Redacted3   Redacted3     Redacted   Redacted3   Redacted3   Rejected   Rejected	Corporate Shareholder	Corporate Shareholder		

Fig. 12

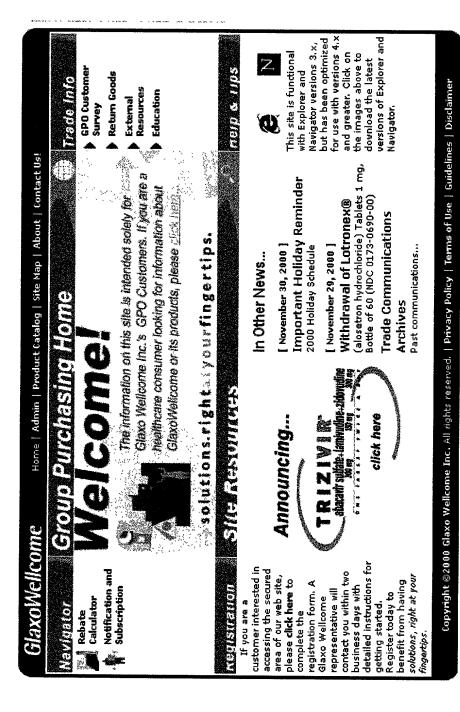


Fig. 13

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Data Selector		
Rebate Calculator 🐹   - Select a page -		
Shareholder Selection: (All Shareholders)		
Projected Contract Value Projected Rebates		
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Fig. 14

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Data Selector	
Rebate Calculator 🔝   - Select a page -	
Data displayed in the rebate calculator applies to the previous rebate period, June - December, 2000. Rebates for the previous period cannot be affected during the current period. Projections for the current period will be available at the end of the first quarter.	2000.
Shareholder Selection: [[All Shareholders]	
Hospital Selection:	
Projected Contract Value Projected Rebates Retrate Opportunities	
Copyright ©2000 Glaxo Wellcome Inc. All rights reserved.   Privacy Policy   Terms of Use   Guidelines   Disclaimer	simer

Fig. 15

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	NE NE			199,029		Ten'sas	2,738		108,962	46,807		3,006	N.	85,651	48,913			150,349	2,347,887
<u>9</u>	Test Customer 1 Total Somewhere, USA Contact Us	e Rehate		2,089		, 10,005	0:	0		0	Superior Superior	0		0 0		0 0		0 0	7 17,368
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- ebu		Salar 711,830	109'09	243,819	29,239	en aladicate .	026'9	81,600	124,270	55,304	109,114	3,757	AB.	122,684	56,947	101	368,267	254,818	3,504,350
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Rebate Calculator	Rebate Data Cur	Kelvie Vonings Fortez	Mgraine	Respiratory	Zantac	The rapeutic C	Anesthesia	Anti-Infec	Biologics	Cardiovas	Central Ne	Dermatology	Discontinued *	Gastrointe	Oncology	Other	Respiratory	Systemic	Total

Fig. 16

Fig. 17

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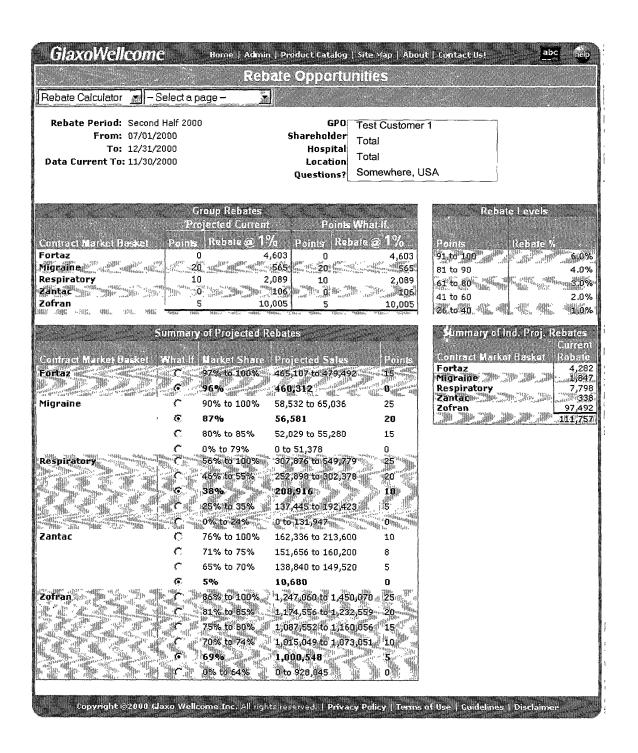


Fig. 18